



SEC/SE/036/20-21

Chennai, August 20, 2020

**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
P J Towers, Dalal Street,  
Mumbai – 400 001  
Scrip Code: 533121

**National Stock Exchange of India Limited,**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051  
Scrip Code: EXPLEOSOL

**Sub: Submission of Investor Presentation.**

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Dear Sir/Madam,

This is further to our letter no. SEC/SE/032/20-21 dated August 18, 2020 intimating the schedule of conference call with Analysts/Investors to be held on Friday, August 21, 2020. Please find attached the Investor presentation towards the same.

You are requested to take the above on record and oblige.

Thanking you,

Yours faithfully,  
For Expleo Solutions Limited  
(Formerly known as SQS India BFSI Limited)

S. Sampath Kumar  
Company Secretary and Compliance Officer  
Membership No. FCS 3838

Encl : As above.



# Earnings Presentation

Q1 FY21

20 AUGUST 2020

( expleo )

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## Agenda



## Consolidated Q1FY21 Q-o-Q Review

### ❑ Revenue:

- ✓ Operating Revenue was Rs 758 million vs Rs 755 million, up by 0.4%
- ✓ Total Income was Rs 774 million vs Rs 789 million, drop by 1.8%

### ❑ Profit:

- ✓ EBITDA stood at Rs 194 million vs Rs 157 million in Q4FY20, up by 23.5%
- ✓ EBITDA margin of 25.5% in Q1FY21 as against 20.8% in Q4FY20, up by 477bps
- ✓ PAT was at Rs 141 million vs Rs 139 million in Q4FY20, up by 1.6%
- ✓ PAT margin of 18.3% in Q1FY21 as against 17.6% in Q4FY20, up by 62bps
- ✓ Basic EPS at Rs 13.91 in Q1FY21 as against Rs 13.48 in Q4FY20, up by 3.2%

### ❑ Cash:

- ✓ Net cash position stood at Rs 1,002 million vs Rs 872 million for Q4FY20

## Consolidated Q1FY21 Y-o-Y Review

### ❑ Revenue:

- ✓ Operating Revenue was Rs 758 million vs Rs 609 million, up by 24.6%
- ✓ Total Income was Rs 774 million vs Rs 620 million, up by 24.9%

### ❑ Profit:

- ✓ EBITDA stood at Rs 194 million vs Rs 114 million in Q1FY20, up by 70.1%
- ✓ EBITDA margin of 25.5% in Q1FY21 as against 18.7% in Q1FY20, up by 684bps
- ✓ PAT was at Rs 141 million vs Rs 67 million in Q1FY20, up by 112.0%
- ✓ PAT margin of 18.3% in Q1FY21 as against 10.8% in Q1FY20, up by 750bps
- ✓ Basic EPS at Rs 13.91 in Q1FY21 as against Rs 6.20 in Q1FY20, up by 124.5%

### ❑ Cash:

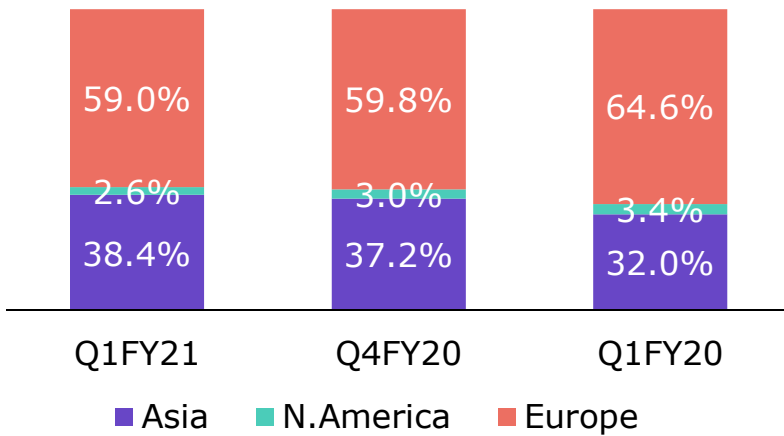
- ✓ Net cash position stood at Rs 1,002 million vs Rs 747 million for Q4FY20

## Consolidated Financial Summary

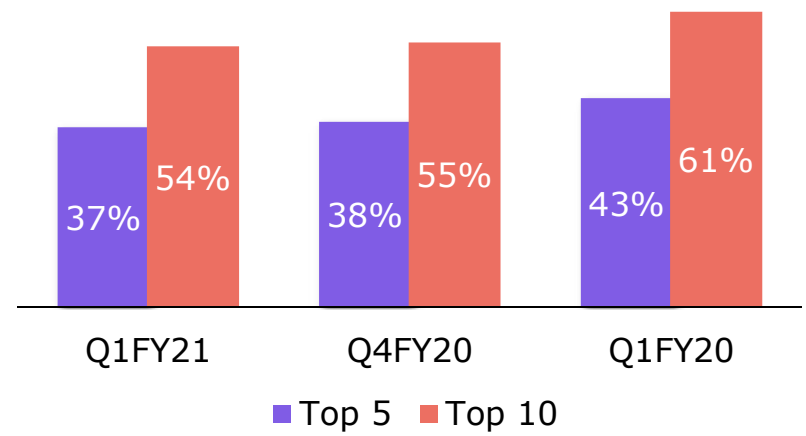
Particulars	Metrics	30-Jun-20 Q1 FY21	31-Mar-20 Q4 FY20	QoQ Growth	30-Jun-19 Q1 FY20	YoY Growth
Revenue (Rs Million)	Total Revenue	774.1	788.5	-1.8%	619.7	24.9%
	Net Revenue	758.1	755.0	0.4%	608.6	24.6%
	EBITDA	193.6	156.8	23.5%	113.8	70.1%
Profit (Rs Million)	<i>PBT Before Forex Gain / Loss</i>	<i>183.2</i>	<i>143.5</i>	<i>27.7%</i>	<i>108.0</i>	<i>69.7%</i>
	PBT	193.1	174.3	10.8%	97.7	97.6%
	PAT (Before OCI)	142.6	139.7	2.1%	66.2	115.3%
	Total Comprehensive Income	141.4	139.1	1.6%	66.7	112.0%
Margin (%)	EBITDA	25.5%	20.8%		18.7%	
	<i>PBT Before Forex Gain / Loss</i>	<i>23.7%</i>	<i>18.2%</i>		<i>17.4%</i>	
	PBT	25.0%	22.1%		15.8%	
	PAT (Before OCI)	18.4%	17.7%		10.7%	
	Total Comprehensive Income	18.3%	17.6%		10.8%	
EPS (Rs)	Basic	13.91	13.48	3.2%	6.20	124.5%
	Diluted	13.91	13.48	3.2%	6.20	124.5%

# Operating Metrics

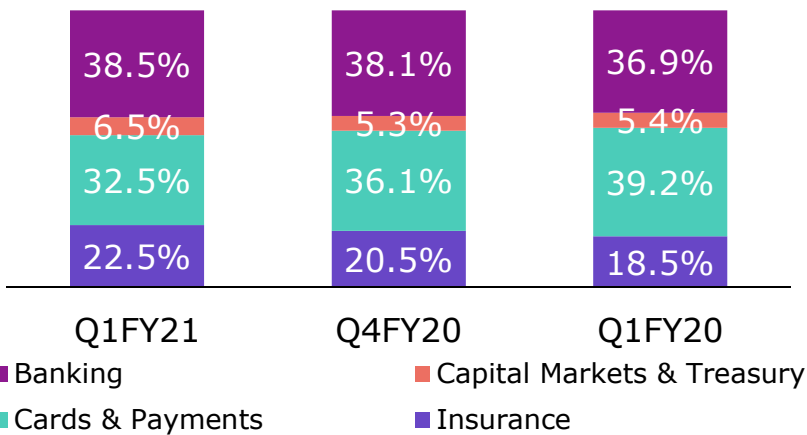
## Revenue by Region



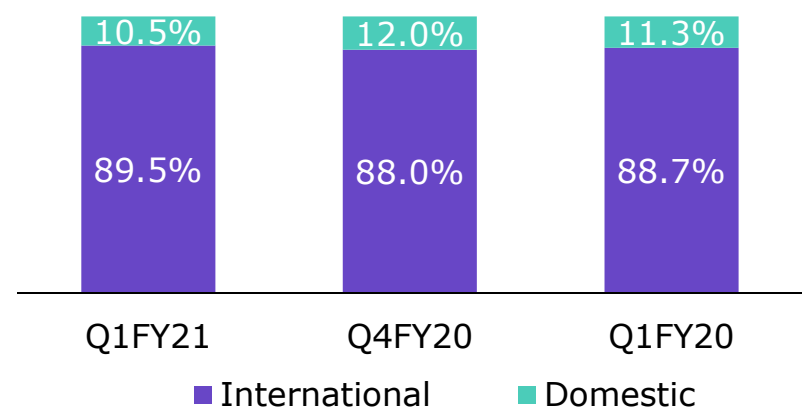
## Client Concentration (12m Rolling)



## Revenue by Practice



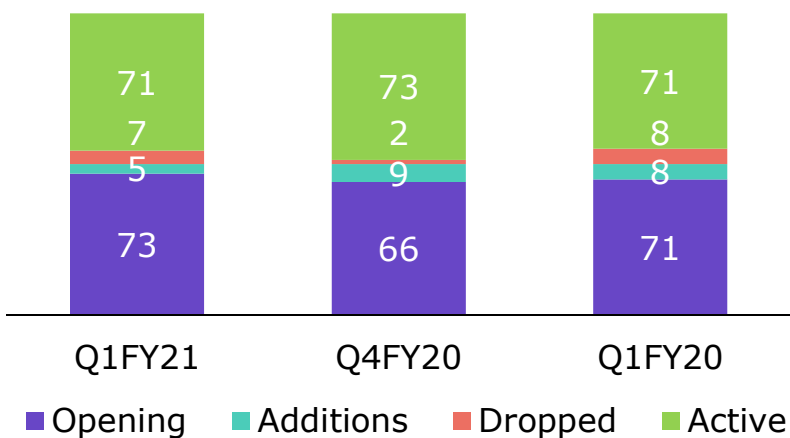
## Revenue Distribution



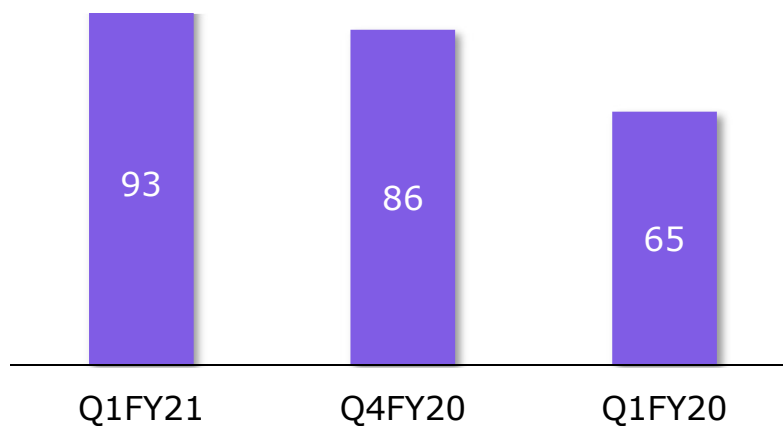


## Operating Metrics

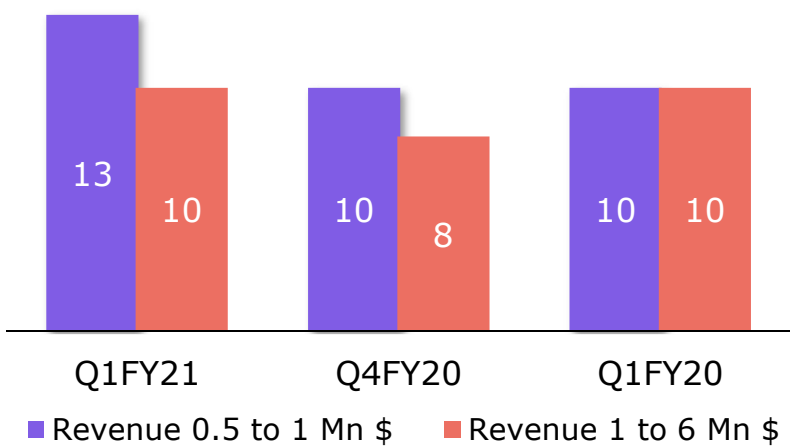
### Client Details



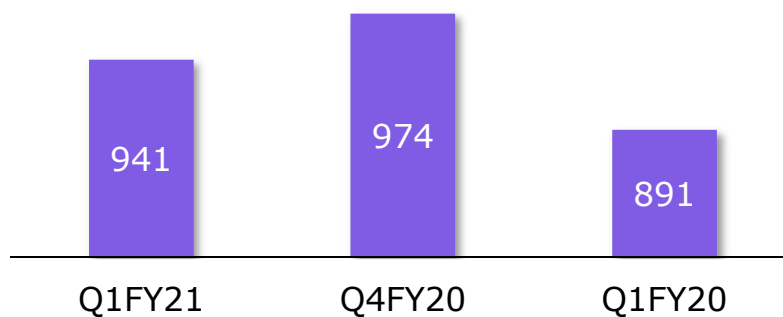
### Debtors Days



### Customer Profile (12m Rolling)



### Employee Details



## Consolidated Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-20 Q1 FY21	31-Mar-20 Q4 FY20	QoQ Growth	30-Jun-19 Q1 FY20	YoY Growth
	<b>Net Sales / Income from Operation</b>					
1	<b>Income</b>	758.1	754.98	0.4%	608.6	25%
2	<b>Expenditure</b>					
(a)	Employee Cost	487.5	494.2	-1%	409.4	19%
(b)	Depreciation	13.8	12.9	8%	16.9	-18%
(c)	Other Expenditure	77.0	104.0	-26%	85.4	-10%
(d)	<b>Total Expenditure</b>	578.3	611.0	-5%	511.7	13%
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	179.8	143.9	25%	96.9	86%
4	Other Income	6.1	2.77	119%	11.1	-46%
5	<b>Profit before Interest and Exceptional Items (3+4)</b>	185.8	146.7	27%	108.0	72%
6	Finance Cost	2.6	3.2		0.0	
7	Exchange Gain/(loss)	9.9	30.8		(10.2)	
8	<b>Profit after Interest but before Exceptional Items (5-6+7)</b>	193.13	174.3	11%	97.7	98%
9	Exceptional Items	-	-		-	
10	<b>Profit(+)/ Loss (-) from Ordinary Activities before Tax (8+9)</b>	193.1	174.3	11%	97.7	98%
11	Tax Expenses	50.5	34.6	46%	31.5	60%
12	<b>Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (10-11)</b>	142.6	139.7	2%	66.2	115%
13	Extraordinary Items (net of tax expense Rs.)	-	-		-	
14	<b>Net Profit(+)/ Loss (-) for the Period (12-13)</b>	142.6	139.7	2%	66.2	115%
15	Other Comprehensive Income	(1.2)	(0.6)		0.5	
16	<b>Total Comprehensive Income for the period (14+15)</b>	<b>141.4</b>	<b>139.1</b>	<b>2%</b>	<b>66.7</b>	<b>112%</b>
17	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	13.91	13.48	3%	6.20	125%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	13.91	13.48	3%	6.20	125%

# Thank you for your attention. ( expleo )

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## Our Values

Passion  
for Quality

Professional  
Partnership

Employees  
Excellence

Responsibility

Honesty  
and Integrity